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Message Text

UNCLASSIFIED

PAGE 01 BREMEN 00154 061532Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
----------126060 061535Z /47
P R 061410Z MAR 78
FM AMCONSUL BREMEN
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 2555
AMEMBASSY BONN
USMISSION USBERLIN
AMCONSUL DUESSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS BREMEN 154

E.O. 11652: N/A
TAGS: BEXP, BTRA, BFOL, GW
SUBJECT: FOREIGN BUYER PROGRAM: INITIAL FEEDBACK FROM VISITORS
TO INTERNATIONAL EXPOSITION FOR FOOD PROCESSORS (IEFP)
IN CHICAGO

REF: (A) BREMEN 007
(B) 77 USDOC 19460
(C) BREMEN 31
(D) BREMEN 63
(E) BREMEN 68
(F) BREMEN A-006
(G) WHITELY TELEX OF FEBRUARY 27, 1978
(H) USDOC 405

1. AMEXCO REPRESENTATIVE CALLED ON CONSULATE GENERAL COMMERCIAL OFFICER TO REPORT APPARENT DISSATISFACTION OF GERMAN BUSINESSMEN WHO VISITED IEFP IN CHICAGO UNDER AUSPICES OF CONGEN'S FOREIGN BUYER PROGRAM PROMOTION. AMEXCO REPRESENTATIVE TALKED WITH SEVERAL
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PARTICIPANTS CONCERNING THE TRIP AND ONE PARTICIPANT PLANS TO WRITE DETAILS OF HIS EXPERIENCE ON BEHALF OF GROUP OF TEN PARTICIPANTS
WHO HAD BEEN SCHEDULED TO VISIT USDOC.

2. IN DIRECT DISCUSSION WITH CONGEN, GERMAN BUSINESSMAN OUTLINED THE FOLLOWING EXPERIENCE: HE AND APPROXIMATELY 20 OF THE 65

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PARTICIPANTS LISTED IN REFTEL C ARRIVED TOGETHER AT THE IEFP. USDOC OFFICER APPARENTLY EXPECTED ONLY FIVE (5) PEOPLE AND HAD PREPARED ENTRY BADGES FOR THE FIVE (5) AND HAD PREPARED PROGRAM FOR ONLY ONE REPEAT ONE (SEE REFTELS A AND H). ONE EXHIBITOR TOLD THIS PARTICIPANT THAT IF HE HAD KNOWN OF THE VISIT A FEW DAYS IN ADVANCE, HE COULD HAVE ARRANGED A PLANT VISIT FOR THE FBP PARTICIPANT. WITH REGARD TO THE SCHEDULED COMMERCE DEPARTMENT VISIT ON FEBRUARY 17 (REFTEL C) FOR THE ELEVEN MEMBER FBP GROUP, FBP PARTICIPANT STATED THAT NO REPEAT NO USDOC VISIT TOOK PLACE. FBP PARTICIPANT STATED THAT HE WAS ASSURED BY USDOC OFFICER AT IEFP THAT ARRANGEMENTS WOULD BE MADE. PARTICIPANT ADDED THAT HE INFORMED USDOC OFFICER OF GROUP'S WASHINGTON HOTEL AND WAS TOLD GROUP WOULD BE CONTACTED IN WASHINGTON. SINCE NO CONTACT WAS MADE THROUGH THE HOTEL, FBP PARTICIPANT ATTEMPTED WITHOUT SUCCESS TO REACH PROJECT OFFICER AND THE VISIT TO USDOC FAILED TO MATERIALIZE. THIS APPARENT SNAFU PARTICULARLY UPSET THE GERMAN BUSINESSMEN BECAUSE THEY WERE WITHOUT BUSINESS APPOINTMENTS FOR THREE DAYS IN WASHINGTON.

3. REFTEL C, DATED JANUARY 16, 1978, PROVIDED NAMES AND INTERESTS OF 65 PERSONS PLANNING TO VISIT IEFP AS A RESULT OF POST'S PROMOTION UNDER FBP. CONSUL GENERAL SENT ON JANUARY 17, 1978, ADVANCE REGISTRATION FORMS WITH DETAILED INFORMATION ON EACH FIRM, INCLUDING THOSE SCHEDULED FOR USDOC VISIT, AND REITERATED REQUEST FOR FACILITATIVE SUPPORT INCLUDING VISIT TO USDOC. TRADE OPPORTUNITY REPORT DATED JANUARY 20 CONFIRMED USDOC RECEIPT OF UNCLASSIFIED

REFTEL C.

4. REQUEST REPLY ASAP IN ORDER TO APPROPRIATELY RESPOND TO THIS AND OTHER EXPECTED FEEDBACK FROM FBP PARTICIPANTS. SCHIFFMAN

NNN

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Draft Date: 06 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
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Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Review Content Flags:
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